

Message Text

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PAGE 01 STATE 016079
ORIGIN OES-07

INFO OCT-01 ARA-10 EUR-12 ISO-00 EA-10 COME-00 EB-08
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P R 201646Z JAN 78
FM SECSTATE WASHDC
TO AMEMBASSY BRASILIA PRIORITY
INFO AMEMBASSY GEORGETOWN
AMEMBASSY PARAMARIBO
AMCONSUL MARTINIQUE
AMEMBASSY BRUSSELS
AMEMBASSY MEXICO
AMEMBASSY COPENHAGEN

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BRUSSELS FOR USEEC, COPENHAGEN AND MEXICO FOR FISHATTS

E.O. 11652: N/A

TAGS:EFIS, BTRA, BR

SUBJECT:U.S./BRAZIL TALKS ON JOINT SHRIMPING VENTURES IN
BRAZIL

REF: A. BRASILIA 0111, B. STATE 293287

1. CONTENTS REF (A) WERE DISCUSSED WITH THE VARIOUS
ELEMENTS OF U.S. SHRIMP INDUSTRY, AND REACTIONS WERE
MIXED. MOST INDUSTRY LEADERS NOT ENTHUSIASTIC AT
PROSPECT OF LEASING VESSELS TO BRAZILIAN FIRMS, BUT CASTLE
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AND COOKE EXPRESSED GREAT INTEREST. (FYI. WE UNDERSTAND
THAT CASTLE AND COOKE HAS BEEN ACTIVELY TALKING TO
BRAZILIANS AND HAS IN FACT ALREADY REACHED AGREEDMENT BY
WHICH AS MANY AS 60 KOREAN FLAG VESSELS WILL BE LEASED TO
BRAZILIAN FIRMS). INDUSTRY LEADERS DO NOT, HOWEVER, WISH
TO CONVEY NEGATIVE SIGNALS TO BRAZILIANS ON LEASING AT THIS
TIME, AND INFORMED DEPARTMENT THEY HAVE, ON SEVERAL

OCCASIONS, ATTEMPTED TO OBTAIN MODEL LEASING AGREEMENT THROUGH THEIR BRAZILIAN INDUSTRY CONTACTS WITHOUT SUCCESS. EMBASSY MAY THEREFORE RESPOND TO BRAZILIAN QUERY THAT INDUSTRY, WITH THE EXCEPTION OF CASTLE AND COOKE, LACKS SUFFICIENT INFO RE LEASING TERMS AND CONDITIONS TO JUDGE POSSIBILITIES AT THIS POINT.

2. INDUSTRY CONTINUES TO QUERY DEPARTMENT RE OFFICIAL BRAZILIAN CONFIRMATION OF FEBRUARY 14 MEETING DATE SO THAT TRAVEL ARRANGEMENTS AND SCHEDULES CAN BE MADE. WE WOULD ANTICIPATE THAT ABOUT THREE FULL DAYS OF DISCUSSIONS WILL BE REQUIRED, ALTHOUGH UNFORESEEN FACTORS COULD SHORTEN OR LENGTHEN TALKS. INDUSTRY ALSO GREATLY CONCERNED THAT BRAZILIANS UNDERSTAND AND ACKNOWLEDGE THAT U.S. WILL WISH TO DISCUSS CONTINUED U.S. ACCESS OUTSIDE OF JOINT VENTURES OR LEASING ARRANGEMENTS. WE SUSPECT IT IS THIS POINT THAT IS DELAYING BRAZILIAN REPLY TO NOTE. CHRISTOPHER

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